

# SPOTLIGHT

MAY 2007

AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

VOL40 NO 5



# BONUS CHANGES MORE MONEY AHEAD

- Bonus Changes Effective July 1, 2007
- Mediterranean Cruise Contest Update
- A Word from Rob Falvo Opportunity Unlimited Revisited

# Perspective



FROM THE DESK OF:

Roger Smith President & CEO American Income Life & National Income Life

# SAY IT WITH ME

We all know that one line from the movie *Jerry Maguire*. You can picture it in your head: Tom Cruise and Cuba Gooding Jr., bantering back and forth over the phone, until they are both screaming, "Show me the money!"

Admit it — there are times you are chanting right along with them. I know I have. It is easy to understand why this phrase has become ingrained in our culture: we all dream of making it big time.

At AIL/NILICO, you have that chance, and I can honestly say our opportunities are unlike those anywhere else. We give you the tools and the training, and then it is your turn to make your dreams happen. Of course, we are happy to throw a little extra incentive to succeed your way.

In this issue of the *Spotlight*, you will be able to read about the new bonus changes we are implementing. Our bonuses have always been our way to reward the hard-working individuals who strive to make this company great, and we would never change that. Instead, we are happy to introduce new rewards for our field force, and what better way to encourage success than with a little extra cash each month? Let's face it — there is a reason why the aforementioned quote headlines our bonus page.

If you want to take full advantage of these bonuses, then now is the time to act. Increase your activity, practice your presentations, and perfect your craft. And who knows? Maybe you will start hearing that other famous quote at all of your appointments: "You had me at hello."



# **News Page**

#### Dates to Remember

Wednesday, June 27, 2007

All business and PR credits must be at the Home Office to count for June production.

### Total Bonuses Paid Out

This month AIL and NILICO paid a total of \$916,218,01 in bonuses. For more information on the monthly bonuses, turn to Page 17.

#### Required Retention Rate

Effective Jan. 1, 2007, to be eligible for bonuses and featured in *Spatlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spatlight* recognition only. Net to Gross is used only during the Producer's first eight months.

Retention:

Not to Gross:

78%

### Congratulations are in Order!

Marthew Gonzalez, an MGA with the Mark Gorman Agency, achieved \$100,000 of 13-month in force premium.

#### AIL/NILICO Million Dollar Club



We salute Scott Remmey of the Eric Giglione Agency. He just became the newest member of the AIL/NILICO Million Dollar Club based on his production.

The Million Dollar Club was introduced to reward Personal Producers who produce \$1 million of Net ALP from 1999 forward to the end of a production year. These producers are recognized at the next Convention and receive a \$5,000 bonus check.

Congratulations, Scott!

### Thank You, Hugh!



After many wonderful years with American Income and National Income, Hugh Walsh is retiring from his position as Assistant Vice President and Assistant Executive Director of the Labor Advisory Board. We will miss his leadership and

advice, and we wish him nothing but the best.

Thank you, Hugh!

### Look for the Asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2008 Awards Presentation, are: the top SGA from each category, the top two PR Managers, the top two PR Representatives from each category, the top RGA, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2008 Convention Qualifications online at www.ailife.com or www.nilife.com.

### SGA Career Track

# New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to:

futuresga@ailife.com.



#### **American Income Life**

For over half a century, American Income Life Insurance Company has been meeting union families needs. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AlL to do what it says it will do.

Home Office 254-761-6400

Web Sites www.allife.com

Recruiting Support www.ailife.com/rms www.ailife.com/recruiting

### SPOTLIGHT

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# **Promotions**

### Promoted to 52.5 Percent Supervising Agen

Tromoted to Saist	ercent super rising rigent			
Amelia Adams	Brock Graff	Andrew Leggert	Louis Paganucci	Derek Spencer
James Allen	Christopher Hall	Andrea Leighton	Alan Perry	Nick Tajudeen
Aymaz Banzouzi	Larhonda Hildebrandt	John Lucio	Brady Pesola	Jeffery Thiel
Donny Bowen	Marcus Howard	Ghina Malaney	Jayson Pocius	Pamela Vasilik
Nicheryl Cage	Lee Jeffers	Kristy Mamula	Jason Pritt	Mary Visgilio
Rebecca Chapman	Frank Jendusa	William Maruca	Jeffrey Rice	Edward Webb
Yung Chow	Conrad Kim	Robert McDonald	Steven Rogers	Justin Witte
Brent Eberts	Shane Koester	Shaun McDonald	Kamel Said-Mansour	Marisa Woolfort
Lestie Frohberg	John Komorowski	Jay Meyer	Tammy Schroeder	
Crystal Furman	John Kritsonis	Patti Moberly	Larysa Shkinder	
Dorothy Gilbert	Darren Kwong	Kalisi O'Keeffe	Natalie Soboleva	

### Promoted to 55 Percent Supervising Agent

		Bruce Niurray — Regional I
Javier LoDico	Michelle O'Brien	
Gordon Mooc	Ryan Vopat	Bruce has spent the last 3 years
	.,	Monster.com. He also has 12 p
	Javier LoDico Gordon Mooc Chase Nolte	Gordon Mooc Ryan Vopat

### Promoted to 57.5 Percent General Agent

Stephen Bendure	Christopher Caflero	Matthew Glisson	Timothy Krueger	Paul Samra
Michael Boyer	Carmine Cupo	Alex Grakhov	Mathew Mealey	Adam Torres
Brandon Braun	Barnard Foster	Darin Hershfeldt	Michael Polzer	Jerome Washington

Promoted to 60 Percent General Agent		Senior Recruiter to Director of Recruiting for companies such as IndyMac Bank and
Erickson Bencosme	Laura McCurry	Dunlin & Dowicher which did all the sales staffing for JP Morgan Chase.
		Greg is a graduate of Southern Nazarene University. He lives in Frisco, Texas with

### Promoted to Master General Agent

Jared Andrews	Rory Crockford	Michael Forcier	Tiffany Roland
Daniel Armstrong	Richard Davis	Sean Hall	Kevin Smyth
April Caywood	Wayne Fader	Michael Kaye	Daniel Strader
Timothy Clark	Adam Fogelman	Perquida Osborne	Monique Worotny

Christopher Stephens

## **New Directors**

▲ Je are pleased to introduce the newest members of the AIL/NILICO Home Office VV marketing team — Joseph Gordian, Bruce Murray, Greg Sinner, and Kevin Dunn. These new directors are here to help bring AIL/NILICO to new heights in Recruiting, so please do not hesitate to contact them.

### Joseph Gordian - National Recruiting Director

Joe is a sales and marketing professional with 8 years of experience in his field. He has spent considerable time involved with entrepreneurs, which gives him some excellent tools to bring to American Income and National Income.

Joe is a 1991 graduate of Harvard University where he was captain of the football team. He received his J.D. from Boston College in 1994. He also received his MBA from Arizona State in 1998 as well as Masters in International Management from Thunderbird - Garvin School of International Management. Joe lives in Irving, Texas with his wife, Veronica, where they are expecting their first child...

### al Recruiting Director

s as Vice President and General Manager at plus years field and corporate experience as a Sales Director and Director of Sales Operations.

Bruce is a graduate of Texas Tech University. He lives in Plano, Texas with his wife, Debbie, and 2 children, Caroline and Matthew.

### Greg Sinner - Regional Recruiting Director

Green has been in the recruiting field for the last 7 years. His experience ranges from

his wife, Heather, and 3 children, Madison, Tyler and Grace.

### Kevin Dunn - Regional Recruiting Director

Kevin started with Commonwealth Life as an agent in 1979 and spent the next 13 years achieving the title of District Agency Manager. He has spent the last 9 years with Torchmark as Director of Agencies, Assistant Vice President, and Field Vice President.

Kevin lives in McKinney, Texas with his wife, Patricia, and 2 sons, Garhett and Carter.









# Individual Producers



1. Dean Bauman Mansfield, MA



2. Danilo Gomez Mansfield, MA



3. Selina Asiata Auckland, NZ



4: Benham Halali Concord, CA



5. Andrew Haskins Huntington Beach, CA



6: Yvonne Hernandez Los Angeles, CA



7. Roger Beals Halifax, NS



8. Helen Taylor Burnaby, BC



9. Frank Jendusa Menomonee Falls, WI



10. Desislav Dimitrova Torrance, CA

# **April Production**

All Time Record to Beat Month: \$62,536 Net ALP Zachary Hart

	Name	Net ALP	NG≛	Rtn	MGA	SGA
1.	Dean Bauman	\$30,145	97		Zachary Hart	Mat Hart
2.	Danilo Gomez	24,141	87		Robert Harris	Mat Hart
3.	Selina Asiata	23,054	100		Jeff Ribman	Steve Friedlander
4.	Benham Halali	22,910		79.1	Christopher Stephens	Jatoft-Foti
5.	Andrew Haskins	21,607	78		Andrew Bishop	Altig-Orlovic
6.	Yvonne Hernandez	21,295		80.7		Cohen-Cohen
7.	Roger Beals	19,474		75.5	Roger Beals	Imran Satti
8.	Helen Taylor	19,179		81.8	Harpreet Gujntl	Rick Altig
9.	Frank Jendusa	19,156	88		Rebecca Klebsch	Joe Manone
10.	Desislav Dimitrova	19,105		77.6	Desislav Dimitrova	James Isip
11.	Kelly McDonald	18,806		73.0	Rick Mansifled	Rick Altig
12.	Fialelei Naititi	18,738	100		Jeff Ribman	Steve Friedlander
13.	Ruben Soberanes	18,630		70.5	Doreen Ryan-Fori	Jatost-Foti
14.		18,228	92		Alfred Brenner	Jatoft-Foti
15.	Maijargal Sukhbaatar	18,194		78.0		David Orrico
16.		18,058	82		Andy Walters	Rick Altig
17.		17,555		83,4	Doreen Ryan-Foti	Jatoft-Foti
18,		17,208	93		Daven Hermosura	Rick Altig
19.		16,775	96		Harjeet Rana	Imran Satti
20	Rudi Camenzind	16,736		92.2	Earnest Loveless	Cohen-Cohen

<sup>\*</sup> Percentage of Net to Gross

# YTD Production

All Time Record to Beat YTD: \$278,449 Net ALP Zachary Hart

	Name	Net ALP	NG*	Rtn	MGA	SGA
1.	Max Quasem	\$82,447		86.0	Earnest Loveless	Cohen-Cohen
2.	Steven Stensrud	69,558		82.2	Steven Stensrud	Rick Altig
* 3.	Dean Bauman	68,059	97		Zachary Hart	Mat Hart
4.	Samantha Chui	63,711		76.2	Samantha Chui	Williams-Williams
. 5.	Benham Halali	63,603		79.1	Christopher Stephens	Jatoft-Foti
• 6.	Frank Jendusa	62,016	88		Rebecca Klebsch	Joe Manone
. 7.	Ruben Soberanes	60,546		70.5	Doreen Ryan-Foti	Jatoft-Foti
* 8.	Daniel Potilechio	60,370		80.3	David Wang	Bob Olson
* 9.	Danilo Gomez	59,488	87		Robert Harris	Mat Hart
• 10.	Jose Lopes	59,409		75.7	Melanie Cohen	David Zophin
11.		59,043		81.8	Harpreet Gajral	Rick Altig
12.	Kelly McDonald	58,596		73.0	Rick Mansfield	Rick Altig
13.	Yvonne Hernandez	58,070		80.7		Cohen-Cohen
14.	Karen Stockwell	55,672		72.3	Megan Olson	Steve Hartman
15.	Scott Remmey	54,737		76.9		Eric Giglione
16.	Theresa Bellajaro	53,748		81.7	Christopher Clark	Rick Altig
17.	Timothy Cruise	53,562		78.8		Altig-Orlovic
18.	Stephen Bendure	51,809	8.3		Timothy Clark	Surace-Smith
19.	Michael Perkins	49,779		83.4	Doreen Ryan-Foti	Jatoft-Foti
20.	Robert Ulreich	49,413		85.0		Jatoft-Foti

<sup>\*</sup> Percentage of Net to Gross



1. Scott Fenton Rochester, NY



2. Ryan Vopat Cleveland, OH



3. Michael Van Delft Halifax, NS

All Time Record to Beat

Month: \$68,050 Net ALP Mary Ann Garlic

April Production

	Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1.	Scott Fenton	\$20,824	\$32,011	93		Matthew Wolfanger	Durhon Oldham
2.	Ryan Vopat	20,319	24,943	93		Michael Vasu	Surace-Smith
3.	Michael VanDelft	16,775	14,372	93		Harjeet Rana	Imrao Satti
4.	Bradley Kampmeier	16,067	33,009	99		Darren Miller	Joe Manone
5.	Raymond Risucci	14,608	20,137		85.7	Dorian Oldham	Durhon Oldham

### YTD Production

	Ill Time Record to Beat	
YTD:	\$443,893 Net ALP Mary Ann Goo	b;

		N.ame	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
F	1.	Hector Dessis	\$99,551	\$161,484		69.3	Jim Bianchi	Durhon Oldham
	2.	Raymond Risucci	68,528	95,789		85.7	Dorian Oldham	<b>Durhon Oldham</b>
	3,	Scott Fenton	68,013	107,698	93		Matthew Wolfanger	<b>Durhon Oldham</b>
	4.	Dawn McElwain	57,867	88,418		72.1	Jim Bianchi	Durhon Oldham
	5.	Walter Durant	41,503	68,954	85		Matthew Melhorn	Fred Hadayia

Supervising Agent selection guidelines for recognition in the Spatlight are as follows: Must hope one First Year Agent seded and meet all production requirements.

### 1. Brian Allt



2. Bradley Weigand Cleveland, OH

3. David Kinsella



Siour Falls, SD



Halifax, NS

4. Cynthia Sittig Eric, PA



5. Pamela Ladd Rochester, NY

April Production



All Time Record to Beat Month: \$111,262 Net ALP Eric Neal

	Name	14 Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1.	Brian Allt	836,181	834,430	91		Harjeet Rana	Imran Satti
2.	Bradley Weigand	35,443	36,590	90		David Guzman	Surace-Smith
3.	David Kinsella	24,861	26,662	93		Todd Engelson	AltOrlVene.
4.	Cynthia Sittig	24,758	37,948		76.5	Scott Keeney	Durhon Oldham
5.	Pamela Ladd	23,968	42,516		78.6	Dorian Oldham	Durhon Oldham
6.	Robert Gerdes	22,796	23,087		75.0	Rebecca Klebsch	Joe Manone
7.	Michael Boyer	19,123	27,602	87		Rodney Ward	Paul Rumbuc
B.	Stephen Bendure	17,950	26,584	89		Timothy Clark	Surace-Smith
9.	Tierra Bullock	17,203	19,952	99		James Bailey	Slav Bitman
10.	Richard Corres	14,805	16,137	88		Stephen DiChiaro	Bill Jennings

### YTD Production

All Time Record to Beat YTD: \$864,620 Net ALP

		Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
6	1.	Brian Allt	\$157,075	\$170,742	91		Harjeet Rana	Impan Satti
0	2.	Bradley Weigand	140,291	153,468	90		David Guzman	Surace-Smith
	3.	Robert Gerdes	113,963	125,101		75.0	Rebecca Klebsch	Joe Manone
я	4.	Pamela Ladd	109,164	181,033		78.6	Dorian Oldhum	Durhon Oldham
*	5.	Kim Burton	80,251	119,051	80		Simon Arias	Surace-Smith
	6.	Michael Boyer	77,819	112,328	87		Rodney Ward	Paul Rumbuc
	7.	Richard Correa	67,552	101,800	88		Steven DiChiaro	Bill Jennings
	8.	David Kinsella	63,268	74,396	93		Todd Engelson	AltOrlVene.
	9.	Benjamin Foti	58,399	140,216		73.4	Cheryl L Foti	Jatoft-Foti
	10.	Thomas VanOsdol	57,514	96,584		73.4	Jim Bianchi	Durhon Oldham

General Agent selection guidelines for recognition in the Spotlight are as follows: Must have two First Year Agents coded and meet all production requirements.

# BONUS CHANGES

We are excited to announce these new bonus changes, which will become effective July 1, 2007.



# **Weekly New Agent Bonus Plan**

Agents contracted in their first 8 months who submit \$1,000 of gross ALP in the week as shown on their weekly advance report are eligible for this weekly bonus. The bonus calculation is based on the Net ALP for the week. The bonus percentage varies based on consecutive qualifications of the weekly

1st weekly bonus = 5 percent of Net ALP for the week 2nd consecutive weekly bonus qualification = 10 percent of Net ALP for the week 3rd consecutive weekly bonus qualification = 15 percent of the Net ALP for the week

Each consecutive qualification after that, the agent would continue to receive a bonus at the 15 percent level.

If the agent fails to qualify in a week, they start over at the 5 percent bonus eligibility amount.

In order to be eligible for the bonus, Agents in their first 8 months must also meet the required net to gross ratio. Starting with the 9th month, the agent is eligible for the Retention Bonus.

# **BR Bonus**

This monthly bonus will be calculated as a percentage of the Weekly New Agent bonus earned by agents under an MGA during the month. The MGA is eligible for the BR Bonus based on the following percentage of the Weekly New Agent bonus paid out:

### MGA

40 percent of the New Agent Bonus paid at the 5 percent level 50 percent of the New Agent Bonus paid at the 10 percent level 70 percent of the New Agent Bonus paid at the 15 percent level

In addition to the percentage available to the MGA, an extra 50 percent of the MGA's bonus is available to the SA or GA, whichever is the direct up-line manager of the New Agent.

### SA or GA

20 percent of the New Agent Bonus paid at the 5 percent level 25 percent of the New Agent Bonus paid at the 10 percent level 35 percent of the New Agent Bonus paid at the 15 percent level

To be eligible for the bonus - the SA, GA or MGA must have a certain number of "codes" in the month. A "code" will be defined as a first-time bonus qualifier (new agents who earned a weekly bonus for the first time).

# **MGA Bonus**

MGAs are eligible for a monthly bonus equal to a percent of the monthly Net ALP on each Producer under the MGA who earns a Retention Bonus for the month. The bonus is available on personal production of Individual Producers, SAs or GAs coded under their hierarchies. There is no maximum

Below are the guidelines for eligibility, and the bonus percentages paid based on the contract date of

- Must have one new "code" in the qualifying month. A "code" will be defined as a first-time bonus qualifier (new agents who earned a weekly bonus for the first time). With one code in the month, the MGA would be eligible for 50 percent of the bonus. If the MGA has two codes in the month, the MGA is eligible for 100 percent of the bonus.
- Must promote one person to MGA per year or within one year of becoming a MGA to maintain eligibility for the MGA bonus.
- Excludes personal production of MGA.

Bonus Percentages Available Based on the Contract Date of the Producer:

9-12 months from contract date 13-24 months from contract date After 24 months

10 percent of Net ALP 5 percent of Net AL 3 percent of Net ALP

For more details on these bonuses, speak to your SGA.

# **Master General Agents**



1. Jeff Ribman

Auckland, NZ



2. Harjeet Rana

Halifax, NS



3. Zachary Hart Mansfield, MA



Columbia, MD



Maker Harris

Mansfield, MA

# April Production

All Time Record to Beat Month: \$250,859 Net ALP Jim Blanchi

	Name	1st Six Mo. Agent	Net ALP	NG	Rtn	SGA
1.	Jeff Ribman	898,405	\$107,223		69.0	Steve Friedlander
2.	Harjeet Rana	80,299	98,376		76.5	Imran Satti
3,	Zachary Hart	67,898	75,036		71.3	Mat Hart
4.	Sabrina Lloyd	50,981	51,666	91		Barry Dillah
5,	Robert Harris	48,632	49,496		70.5	Mat Hart
6.	Darren Miller	47,975	78,161	91		Joe Manone
7.	Scott Keeney	39,308	56,035		74.5	Durhon Oldham
8.	James Bailey	38,291	44,491		78.0	Slav Bitman
9,	Elaina Bosco	36,673	70,430		72.5	Tom Williams
10.	Cheryl Foti	36,626	91,565		78.1	Jatoft-Foti

## YTD Production

All Time Record to Beat YTD: \$2,168,283 Net ALP Paul Rumbur

		Name	1st Six Mo. Agent	Net ALP	NG	Rtn	SGA
P.	1,	Harjeet Rana	\$330,916	\$502,474		76.5	Imran Satti
P	2,	Simon Arias	246,599	391,058		69.8	Surace-Smith
*	3.	Zachary Hart	203,762	245,004		71.3	Mat Hurt
	4.	Mitchell Duplantis	196,908	205,838	89		Marc Rosen
6.	5.	Jeff Ribman	185,029	249,258		69.0	Steve Friedlander
	6.	Rebecca Klebsch	168,898	247,379		77.3	Joe Manone
	7.	James Palmes	157,142	172,174		72.0	T J Rowell
	8,	Joshua Goodman	154,083	242,624		69.0	Bill Jennings
	9,	James Bailey	151,762	195,187		78.0	Slav Bitman
	10.	David Guzman	150,470	175,521		71.8	Surace-Smith

Master General Agent selection guidelines for recognition in the Spotlight are as follows: Must have four First Year Agents coded and meet all production requirements.

# **Regional General Agents**



1. Jim Bianchi

Rochester, NY



2. Zachary Hart Mansfield, MA



3. Simon Arias Cleveland, OH

# April Production

All Time Record to Beat Month: \$470,822 Net ALP Jim Bianchi

Name	1 <sup>st</sup> Sîx Mo. Agent	Net ALP	NG	Rtn	SGA
1. Jim Bianchi	\$201,972	8437,797		74.5	Durhon Oldham
2. Zachary Hart	151,651	159,778		74.0	Mat Hart
3. Simon Arias	94,926	162,507		70.6	Surace-Smith
4. Harjeet Rana	90,569	155,381		76,4	Imran Satti
5. Sonny Gurney	89,826	207,636		70.0	Paul Rumbuc

### YTD Production

All Time Record to Beat YTD: \$4,392,067 Net ALP Jun Bianchi

		Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
4	1.	Jim Bianchi	\$914,027	\$1,939,815		74.5	Durhon Oldham
	2.	Simon Arian	550,536	918,272		70.6	Surace-Smith
	3.	Zachary Hart	462,661	519,185		74.0	Mat Hart
	4.	Sonny Gumey	432,132	997,051		70.0	Paul Rumbuc
	5.	Harjeet Rana	353,134	613,644		76.4	Imran Satti

The people listed below are at the top of riteir entogenes based on the contest-to-date results through April. Congratulations to our current contest leaders!

#### SGAs

Category	Name	% Net ALP Growth	% 1st Six Month STD	% of Code Std	% Average
1	Surace-Smith	104.66	91	123	105.93
2	Altig-Orlovic	158.26	129	155	147.46
.3	Steve Hartman	131.20	65	111	102.23
4	Fred Hadayia	121.40	55	64	80.11
5	Slav Bitman	133.11	130	81	114.73
6	Gary Bleier	68.14	60	75	67.68
7 and 8	Marc Rosen		189	124	156.49

### RGA

Name	\$1,000	Net ALP	SGA
Jim Bianchi	44	\$394,333	Durhon Oldham

#### MGAs.

Name	Codes with \$1,000	YTD Nα ALP	SGA
Harjeet Rana	13	\$166,934	Imran Satti
James Bailey	14	144,159	Slav Bitman
Simon Arias	18	139,727	Surace-Smith

#### GAs

Name	Codes with \$1,000	YTD Net ALP	SGA
Taina Lameko	7	\$75,669	Surace-Smith
Bradley Weigand	5	\$65,479	Surace-Smith
Brian Allt	5	59,280	Imran Satti

Name	Endes with	VID Na ALF	SGA
Hector Dess	is 5	\$66,896	Durhon Oldham

#### **Personal Producers**

	YTD Net ALP	SGA
Max Quasem	\$82,447	Cohen-Cohen
Steven Stensrud	69,558	Rick Altig
Dean Bauman	68,059	Mat Hart
Samantha Chui	63,711	Williams-Williams
Ben Halali	63,603	Jatoft-Foti
Frank Jendusa	62,016	Joe Manone
Ruben Soberanes	60,546	Jatost-Foti
Daniel Potilechio	60,370	Bob Olson
Danilo Gomez	59,488	Mat Hart
Jose Lopes	59,409	David Zophin

### PR Reps

A	Renee Flannery	11,523 cards	Surace-Smith
B	Denis St. Pierre	6,824 cards	Alrig-Lyse
C	Jerry Hartnett	24 groups	Surace-Smith

### **Contest Deadline**

Sales - June 30, 2007 PR - July 31, 2007



For full contest guidelines, visit www.ailife.com/Agency/Spotlight/maingtl.htm

### • Spotlight May 2007 1 Right Nowl

# \$Show Me the Money\$

# Retention Bonus\*

Qualifier	SGA	Amount
Benham Halali	Jatoft-Foti	\$4,352.95
Yvonne Hernandez	Cohen-Cohen	\$4,046.05
Dean Bauman	Mat Hart	\$3,918.91
Helen Taylor	Rick Altig	\$3,869.78
Desislava Dimitrova	James Isip	\$3,630.00
Philip Anderson	Rick Altig	\$3,521.63
Michael Perkins	Jatoft-Fort	\$3,511.18
Steven Stensrud	Rick Altig	\$3,467,58
Maijarg Sukhbaatar	David Orrico	\$3,456.97
Rudi Camenzind	Cohen-Cohen	\$3,347.23
	1.70	9-30-

Total Retention Bonus Paid: \$472,549.31

# MGA Bonus\*

SGA	Amount
Steve Friedlander	\$15,145.30
Imran Satti	\$14,969.12
Mathew Hart	\$10,761.09
Surace-Smith	\$10,196.91
Barry Dillah	\$9,175.31
Joe Manone	\$9,145.89
Slav Bitman	87,829.99
Durhon Oldham	\$6,838.22
Tom Williams	\$5,213.60
Mathew Hart	\$4,720.31
	Steve Friedlander Imran Satti Mathew Hart Surace-Smith Barry Dillah Joe Manone Slav Bitman Durhon Oldham Tom Williams

Total MGA Bonus Paid: \$234,885.56

109 Managers Qualific

# Reinstatement Bonus\*

Qualifier	SGA	Amount
Sami Mogannam	Jatoft-Foti	\$1,265.64
Balvino Cardoza	Cohen-Cohen	\$1,244.89
Stephen Liberto	Eric Giglione	\$777.50
Carlo Bonifazi	Bob Olson	\$693.15
Byron Paz	Josh Chalom	\$660.60
Yvonne Hemandez	Cohen-Cohen	\$451.99
Nabil Spahi	Eric Giglione	\$306.00
Julie Wells	Chris Hernandez	\$291.14
Rudi Camenzind	Cohen-Cohen	\$273,41
Lorena Barriere	Cohen-Cohen	\$265.02

Total Reinstatement Bonus Paid: \$11,593.98

60 Producers Qualified

#### PR Bonus\* Qualifier SGA Amount Mark Gagliardi latoft-Foti \$5,368,44 Bennie Billie David Zophin \$3,351.50 Larry Lozano fatoft-Foti \$2,667.46 Timothy Farr Paul Rumbuc \$1,326.00 Anria Zakharova Tom Williams \$1,271.50 Rence Flannery Surace-Smith \$1,125.50 Susan Pate Chris Hernandez \$1,075.50 Daryl Barnett Rick Altig \$980.50 Marilyn Kohlhase Steve Friedlander \$921.00 Richard Case Sursce-Smith

Total PR Bonus Paid: \$34,263,15 108 PR Reps Qualified

\$903.00

# **BR** Bonus\*

Qualifier	SGA	Amount
Taina Lameko	Steve Friedlander	\$8,378.27
Robert Harris	Mat Hart	\$5,610.78
Zachary Hart	Mat Hart	\$4,808.44
Sabrina Lloyd	Barry Dillah	\$4,367.55
Michael Zorn	AltOrlVene.	83,473,73
Scott Rehberg	Mat Hart	\$3,090.02
Alfred Brenner	Jatoft-Foti	\$2,369.67
Andy Walters	Rick Altig	\$2,347.61
Daven Hermosura	Rick Altig	\$2,237.07
Darren Miller	Joe Manone	\$2,193,21
Total BR E	Bonus Paid: \$163,0:	55.60

205 Managers Qualified

\* Only the top ten qualifiers in each bonus category are shown. A full list of bonus qualifiers is provided on the inserts accompanying this magazine.

# **SGA Production**

f -						
NAME	NG	RTN	🗀 1st Six Mo. NET 🚞	Standard	% of Standard	NET ALP
Durhon Oldham		72.6	\$219,551	\$282,950	78	\$501,256

APRIL CATEGORY II								
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP		
Altig-Orlovic		70.3	\$168,470	\$126,000	134	\$299,870		

APRIL CATEGORY III								
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP		
Steve Friedlander		73.6	\$127,331	\$93,600	136	\$237,728		

APRIL CATEGORY V								
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP		
Slav Bitman		69.2	\$83,610	\$65,000	129	\$132,010		

APRIL CATEGORY VI								
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP		
Mark Gorman	93		\$36,911	\$32,000	115	\$45,870		

NAME	NG	RTN	1st Six Mo. NET	Standard	'44 of Standard	NET ALP
Marc Rosen		78.6	\$77,664	\$56,000	139	\$101,542

		A	PRIL CATEG	ORY VIII		
NAME		REW	1st Six Mo. NET	Standard	% of Standard	MET ALP
Barry Dillah	87		\$53,199	\$33,300	160	\$67,119
Matthew Hogan	91		39,151	33,300	118	45,443

YTD CATEGORY I									
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP			
Surace-Smith		72.2	\$679,657	\$749,900	91	\$1,385,949			

YTD CATEGORY II									
NAME	NG	RIN	1st Six Mo. NET	Standard	% of Standard	NET ALP			
Altig-Orlovic		70.3	\$650,751	\$504,000	129	\$1,215,785			

YTD CATEGORY V						
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Slav Bitman		69.2	\$337,553	\$260,000	130	\$482,540

YTD CATEGORY VI							
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP	
Mark Gorman	93		\$78,722	\$64,000	123	\$100,947	

YTD CATEGORY VII							
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP	
Marc Rosen		78.6	\$356,196	\$188,300	189	\$385,653	

YTD CATEGORY VIII						
		RTM 150 Six Mo. NET		% of Standard	NET ALP	
Eric Neal	83	\$159,844	\$144,000	111	\$160,243	

# PR Representatives

# PR Manager



Debbie Enstedt Winnipeg, MB

### Category A:



Mark Gagliardi Concord, CA



Timothy Farr Troy, MI

### Category B:



Al Wall Toronto, ON



Laurie Onasch Menomonee Falls, W1

## Category C:



Richard Case Cleveland, OH



Kenneth Altizer Nitro, WV

### **April Production**

PR Manager	No. Cards	SGA
1. Debbie Eastedt	11,290	Rick Altig
2. Charles Hill	6,989	Jatoft-Foti
3, Malka Arony	5,349	HO LA/Hartman

### YTD Production

PR Manager	No. Cards	SGA
*1. Debbie Enstedt	52,061	Rick Altig
*2. Malka Arony	27,627	HO LA/Hartman
3. Charles Hill	17,872	Jatoft-Fort

### All Time PR Card Production Record

Month: 18,960 cards

Category A	No. Cards	SGA
1. Mark Gagliardi	3,809	Jatoft-Foti
2. Timothy Farr	2,679	Paul Rumbac
3. Larry Lozano	2,223	Jatoft-Foti
4. Shannon Walker	2,212	Rick Altig
5. Malka Arony	1,961	HO LA/Hartman

Category B	No. Cards	SGA
L. Al Wall	2,088	Josh Chalom
2. Laurie Onasch	1,618	Manone/Altig
3. William Bell	1,560	Josh Chalom
4. Laura Mackin	1,470	Altig-Deley
5. Paul Winslow	1,419	HO St. Louis

### All Time PR Card Production Record

YTD: 61,879 cards Denise Bowyer

Ca	tegory A	No. Cards	SGA
°1.	Malka Arony	11,696	HO LA/Hartman
*2.	Renee Flannery	11,523	Surace-Smith
3.	Daryl Barnett	10,106	Rick Altig
4.	Mark Gagliardi	9,427	Jatoft-Foti
5.	Brenda DiSomma	7,677	Eric Giglione

Category B	No. Cards	SGA
*1. Robin Andrade	9,414	НО МА
2. Denis St-Pierre	6,824	Altig-Lyse
3. Vivian Dwyer	6,809	Altig-Hay/Bitman
4. Laurie Onasch	6,755	Manone/Altig
5. Paul Winslow	6,332	HO St. Louis

### All Time PR Group Production Record

Month: 55 groups Vivian Dwyer

Category C	Groups	SGA
1. Richard Case	15	Surace-Smith
2. Kenneth Altizer	13	Marc Morton
3. Jerry Hartnett	7	Surace-Smith
4. Donald Spohn	5	Surace-Smith
5. Barbara Knight	5	Donald Orban

### All Time PR Group Production Record

YTD: 136 groups Kenneth Altizer

Category C	Groups	SGA
*1. Richard Case	38	Surace-Smith
2. Kenneth Altizer	29	Marc Morton
3. Jerry Hartnett	24	Surace-Smith
4. John Wagner	23	Steve Jakubezak
5. Kenneth Lett	22	Greg Partee

Category A = SGA categories one and two. Category B = SGA categories three, four, five, six, seven, and eight. Category C = Top number of group credits signed from all SGA categories. Public Relations Manager selection guidelines for recognition in the Spotlight are as follows: Must have two PR Representatives coded and most all production requirements. Also, please note, the number of leads will be used to break a tie in Category C.

# Insight

# MONETARY DONATIONS

#### American Income & National Income

- · Donated \$62,500 to The American Friends of the Yitzbak
- · Contributed \$5,000 to the Faith and Pulines Institute.
- · Presented \$5,000 to the LGBT Labor Leadership Initiative
- · Gave \$5,000 to the Jewish Labor Committee
- · Donated \$2,500 to Labor Project for Working Families
- · Presented \$2,500 to National Interfuith Committee for
- · Gave \$5,000 to the National Labor College.

#### The Rick Aling Agency

- · Donated \$500 to CAW 114 for their scholarship fund. Contributed \$500 to the Canadian Tenpin Foundation for their youth scholarship awards.
- Gaye \$1,000 to the Ottawa South United Socier Club for their sponsorsh p program.
- Presented \$148.93 to BCTGM 284G for raffle prizes Contributed \$52.99 to GPAA - Alberta Branch for their annual conference
- Donated \$350 to the Saskatchewan Wildlife Federation for an ad in their convention magazine.
- Gave \$500 to WAPWU for their state convention.
- Presented \$1,500 to IBT Council 28 to sponsor their golf. teurnament
- Donated \$200 to the Idaho Wildlife Federation for their annual meeting and banquer.
- Contributed \$74.17 to GPAA BC and Yukon Branch for their annual conference
- Presented \$60 to OPCM 555 for raffle prizes.
- Gave \$2,110 to AUPE for their 3rd Annual Charity Golf Tournament.
- Donated \$175 to EAMAW 2525 for their autual awards
- Contributed \$288.55 to the ND AFL-CIO for a hospitality. room at their annual convention.
- . Presented \$150 to the Caribou Field Archers as Parget sponsor
- · Gave \$200 to the Pocatello Field Archers por spear somuel membership banquet.
- · Donated \$400 to Memphis Parefighters 1784 for their gold toamament

### The Rick Altig Agency (continued)

- · Contributed \$1,000 to UFCW 1529 for their annual leukemin fund raiser.
- Gave \$275 to Teamsters 480 for their scholarship fund.
- Donated \$400 to IBFW 354 for their 100th anniversary convention.
- Presented \$1,000 to CSWU 1611 for their annual golf tournament
- Contributed \$175 to CIA Local 343 for an ad in their

#### The Mark Hancock Agency

Contributed \$100 to the Laborers of Indiana for their annual golf outing.

#### The latest bots Ager

- Gave \$556.71 to North Bay Vendor Night.
- Donated \$79.05 to the Fremo CLC Retreat
- Gave \$245.43 to the Mt Duable Chapter CCUL for their chapter meeting and vendor night
- Contributed \$52.99 to the North Bay Chapter for their chapter meeting and dinner
- Donated \$90 to East Bay CCUL for their chapter meeting.
- Gave \$50 to the Lambert Retirement Dinner.
- Presented \$100 to Carpenters Local 25 for punis 100
- Contributed \$353.49 to YMCA for the 2007 Community Support Campaign and Health Kids Day.
- Denated \$500 to IBT Local 601 for an ad in their newsletter
- Gave \$600 to the Annual Dollars Against Diabetes Golf Tournament
- Presented \$1,318 82 to the California Labor Federation Legislative Conference for a trospitality room
- Contributed \$499 17 to the 2007 Sporting Clay Shoot for
- D mated \$40 to the Santa Clara Valley Chapter for their chapter meating
- Gave \$28,36 to Big Vallet for supplies.
- Contributed \$32 to the Sacramento Valley Chapter for their
- Presented \$500 to the Monterey Bay CLC for dinner tickets 38d 40 do.

Total \$103,705.66

Submit your contributions monthly via e-mail to dyannazzo@ailife.com.



FROM THE DES Rob Falvo

# Opportunity Unlimited Revisited!

When Mr. Rapoport started American Income Life in 1951, he did so with the idea that he would provide a place where common men and women could achieve uncommon success both personally and professionally. He also knew that he wanted a company where everyone starts their career as an agent, but if you dream big and implement realistically, you could achieve the most coveted and financially rewarding of all American Income contracts - that of State General Agent.

More than fifty years later, that spirit still fuels the opportunity at American Income Life,

We are postured for explosive growth and expansion over the next few years. We believe we have an incredibly diverse and talented pool of Agents, Supervising Agents, General Agents, and Master General Agents who, given the right motivation and guidance, can compel this company to be a leader in the industry. We will be pro-actively seeking out any leaders who feel they have what it takes to build and lead their own sales organization.

On the News page, you may have noticed the announcement that we are looking for individuals interested in becoming new SGAs. This is just the type of opportunity unlimited I am talking about!

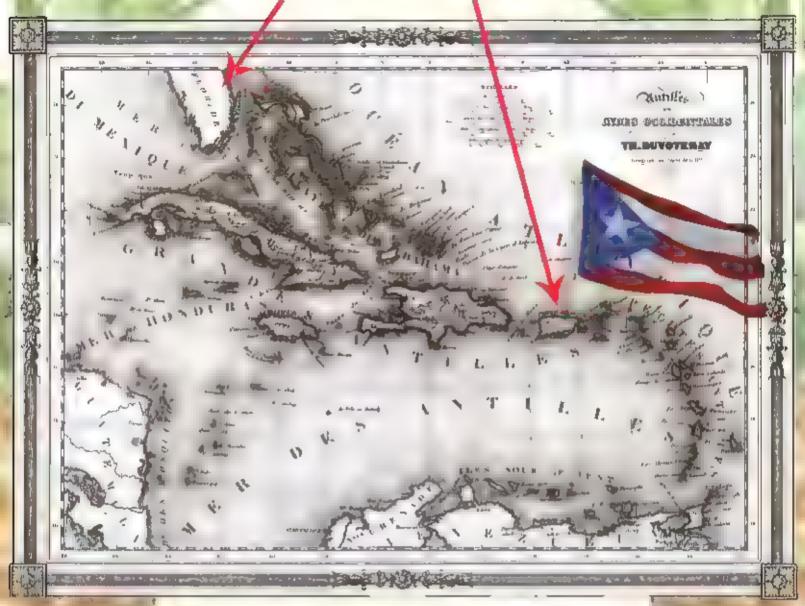
You may be wondering: Am I the right person? Ask yourself the following questions:

- 1. Am I an accomplished Field Trainer? Out company is a "show and tell" company,
- 2. Am I committed to recruiting? Always, always recruit!
- 3. Do I put emphasis on proper training?
- 4. Can I replicate myself? Developing other leaders is a key component to growth.
- 5. Am I a motivator? If you constantly need to be motivated by others, you can't be the motivator.
- 6. Do I lead by example?
- 7. Do I believe in myself?

In closing, I want to share with you one of the most powerful opening paragraphs in any book I have ever read. The book is The Power of Positive Thinking by Norman Vincent Peale.

"Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers, you cannot be successful or happy. But with sound self-confidence you can succeed."

FLORIDA, USA PUERTO RICO



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Start by looking at a map.
(Not this one... your Game Plan)



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# Public Relations Ponds

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Bennie Billi	\$3,351.50
Larry Lox.	\$2,667.46
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APRIL

\$34,263.15

# MGA Bonus

### **April Bonus Qualifiers**

JoERithmen			riprii Bonus	Quartiers		
Zachary Hart	Je#Rihman	\$15,145.30	David Gunnan	\$1,8\$6.04	Dorsen Rynn-Foti	\$703.00
Sabrana   Loys	Harjeet Rans	\$14,969.12	Karl Schucken	\$1,826.58	Zackiye Tembi	\$702.96
Sabrona Lloyst	Zachary Hart	\$10,761.09	Kevin Haines	\$1,760.05	Cathy Thompson	\$700.70
1	\ 1 <sub>4</sub>	\$10,4641	Committee of the Commit	\$1.717.50	April (100 )	\$687.89
1	Sabrina Lleyd	\$9 175.31	Ronald Rivera	\$1,699.07	Earnest Leveless	8615 10
Scott Neeney   \$6,838.22   Joshus Harris   \$1,595.00   Mark Bleace   \$517.00	A n	\$9 45 89		\$1.667.64		\$545.75
Elana Bore	1 1	\$7,829 99		\$1 648.26	fi fi	\$541.92
\$4.70 \	Scott Keeney	\$6,839.22	Jodea Herris	\$1,595.00	Mark Blezer	\$517.00
\$1,489.75   \$1,489.75   \$1,489.75   \$1,489.75   \$1,489.75   \$1,485.65   \$1,4	Папа Вогсо	\$5,213.60	Matthew Gonzales	81,579.54	Robert Hamilton	8472,56
Samuel Colling		\$4 776 1		\$1 577.48	a	\$457 Sa
Michael Mandells		\$4 125 44	en en	\$1,489.75	المراجع المراجعة	4448,50
Discrept Supple   \$3,401.27   Methode Cohen   \$1,362.35   Natific Linker   \$420.52	Samuel Carling	84,198.39	Emmanal Villacion	\$1,457.63	Amir Sociaghat	\$441.72
Cheryl Fort	Michael Mandelli	\$3,565.04	Altred Brenori	\$1,367.12	Steven Engage	\$430.82
	Joseph Sagger	\$3,401.27	Melante Cohen	\$1,362.35	Natalie Linker	8420.52
Champher Stephene   \$3,017.67   User Carpule   \$1,262.49   Megan Ofton   \$384.97	Cheryl Jost	#3,385.37	Paulo Rosa	11,289,67	Mowen Taylor	#391.05
S   1008   12   13   13   13   14   15   15   15   15   15   15   15	þ	Me eris, F.2		\$4,269,09	1 a 2 p	\$389,31
Sumanne Munto   \$2,964.58   Rodney Ward   \$1,242.73   Tony Mosley   \$338.78	Chastopher Stophene	\$3,017.67	Beetr Greynla	\$1,262.49	Megan Olion	\$384,97
Diego Arango Paerta   \$2,955.02   Melioco Less   \$1,194.51   John Frankin   \$327 81   \$2,832.14   \$1,190.16   \$337.77   \$1,000   \$2,830.51   \$1,000   \$2,000   \$1,000   \$1,000   \$2,000   \$1,0		\$ ,00R 92		\$1,255.58	U 1100) 12 CC	\$351.32
\$2,830.51   Micholas / Suggeds   \$1,184.00   James Larks   \$306.79     \$2,830.51   Micholas / Suggeds   \$1,184.00   James Larks   \$306.79     \$2,716.89   \$1.082.72   \$30.92     \$1.087.75   \$2.09.75   \$304.92     \$2,718.78   \$2,589.62   James Larks   \$2,75.93     \$2,10.28   \$2,275.93   \$2,042     \$2,00.47   \$2,04.91   \$2,04.91     \$2,375.99   Larvid Wang   \$947.14   Tail Brown   \$188.22     \$2,417.16   \$2.04.91   \$123.59     \$2,241.71   \$2,30.47   \$3925.22   \$114.47     Matthew Wolfenger   \$2,289.47   Russell Chang   \$885.40     Arthur Greene   \$2,285.79   Tim McAdams   \$386.78     \$5000 Union Smith   \$2,242.86   Francisco Perez   \$850.73     Krista Theme   \$2,241.72   Hashers Junes   \$783.65   Total \$2.34.885.56     Total \$2.34.885.56	hmanne Muneo	\$2,964.58	Rodney Ward	\$1,212.72	Tony Matley	\$339.78
Ruchov Refano   \$2,830.51   Nicholes / suggede   \$1,184.00   James Larker   \$306.79	Diego Arango Puerta	\$2,955.02	Meliora Look	\$1,194.53	John Franklin	8327 81
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Shewen DiCharo   \$2,375.99   David Wang   \$947.14   Tail Brown   \$168.22   \$2,347.16   \$946.91   \$121.59   \$121.59   \$124.47	Janua Right	\$2,589.62	leme / week	\$1,035.81	Cart Snow	6273.53
\$2,397.16 \$926.91 \$124.59  5. 7. 50 \$2,320.47 \$925.22 \$124.47  Matrhew Walfanger \$2,289.47 Rinsell Chang \$185.40  Arthur Greene \$2,285.79 Tim McAdama \$167.78  Scort Pater \$2,275.82 David fraye \$861.44  Junto Smith \$2,242.86 Francisco Perez \$850.73  Krista Thomas \$2,242.46 Ryan Stengleth \$839.90  David Hammer \$2,241.92 Hashous Junea \$783.65 Total \$2.34.885.56		87 1 0 28		Balan		9204.23
S2,320,47   S134.47   S125.27   S134.47   Matchew Wolfanger   S2,289.47   Receil Chang   S185.40   S185.	Sheven DiCharo	\$2,375 99	David Wang	\$947.14	Tool Brown	\$168.22
Matchew Walfanger         \$2,289.47         Russell Chang         \$185.40           Archur Greene         \$2,285.79         Tim McAdams         \$267.78           Scort Baker         \$2,275.82         David Brije         \$861.44           Junio Smith         \$2,242.86         Francisco Perez         \$850.73           Krista Thomne         \$2,242.46         Ryun Stenglein         \$839.90           David Hammer         \$2,241.92         Hashous Junea         \$783.65         Total         \$2.344.885.56	and the same of	\$2,3-17 16		\$986.91		\$123.59
Arthur Greene         \$2,285.79         Tim McAdams         \$267.78           Scort Baker         \$2,275.82         David free         \$861.44           Justin Smith         \$2,242.86         Francisco Perez         \$850.73           Krista Tiseme         \$2,242.46         Ryan Stengton         \$839.90           David Hammer         \$2,241.92         Hashous Junea         \$783.65         Total         \$2.34.885.56	h ye has	\$2,320,47	discussion from primary	\$925.22	Fr.	\$114.47
Sect   Pales   S2,275.82   David fripe   S861.44     Junio Smith   S2,242.86   Francisco Perez   S850.73     Krista Tiocope   S2,242.46   Ryun Stringfor   S839.90     David Hammer   S2,241.92   Hashoun Junea   S783.65   Total   S2,34,885.56	Matthew Walfanger	\$2,289.47	Russell Chang	\$885.40		
Juntin Smith         \$2,242.86         Francisco Perez         \$850.73           Krista Thomas         \$2,242.46         Ryun Strington         \$839.90           David Hammer         \$2,241.92         Hashoun Junea         \$783.65         Total         \$2.34.885.56	Arthur Grease	\$2,285 79	Tim McAslams	\$867.78		
Kristu Tigeme \$2,242.44 Ryun Stengkun \$839.90 David Hammer \$2,241.92 Hashoun Junea \$783.65 Total \$2.34.885.56	Sport Haber	\$2,275.82	David Raye	\$861.44		
David Hammer \$2,241,92 Hashous Junes \$783.65 Total \$2.34,885.56	Justin Smith	\$2,242.86	Francisco Perez	\$850.73		
David Hammer \$2,241,92 Hashous Junes \$783.65 Total \$2.34,885.56	Krista Thompe	\$2,242.44	Ryun Stengless	\$839.90	This state of last	Fig. 10 Sept. Sept. Sept. 10 S
	Dovid Hammer	\$2,241,92	I Isohoun Jupes	\$783.65	Total	
	Randy Teyrater	\$2,180.38	Steven Strong	\$777.56	1010	\$207,000.JU

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Rossell Mount

Shurley Stanback

John McCreary

Велифия гленическа

\$2,066.71

\$2,908.76

\$1,875.01

\$1,870.51

Todd Engelson

Susan Schreiber

Jason Young

Jason Mayer

# Reinstatement Bonus

# **April Bonus Qualifiers**

Sami Maganusan	\$3,265.64	Hank Gordo
Balvino Cardona	\$1,244.89	Ross Ewen
Stephen Liberto	\$777.50	Peter Kaplani
Carlo Bonifasi	\$693.15	Dale Kunta
Byron Pen	\$660.60	Thomas Shel
Yvonne Hernandez	\$451.99	Brace Goudy
Nabil Spahi	#306.00	Ronald Went
Julio Wells	\$293.14	Juck Deyor
Rudi Camenzind	6275.41	Paul Manley
Lorena Barriero	\$265.02	Patrick Paris
Tim Krueger	\$25R.16	Sabrina Vacan
Leabyn Victor	\$245.47	Albert Corns
Paulo Rosa	\$231.66	Caratine Cup
James Larkin	\$217,71	Vann Durbar
Alan Silverman	\$210.71	Adam Hermi
Christopher Rodrigues	\$168.45	Tallery Robo
Patrick Hinto	\$167.25	Pamela Vasili
Chesas McKay	\$264.34	Christopher
Karen McQuoid	\$162.70	Steven King
Stacic America	\$155.99	Timothy Me
Larry Turk	\$151.29	Krima Keni
Crystal Receses	\$149.24	Kethy Mann
David Farmway	\$137.07	Alex Bluhm
Vancasa Kanasa	\$134.85	Dennie Geen
Anna Vaculikova	\$134.48	
Trialia Murphy	\$126.12	
Jeff Rice	\$116.52	
Carle Harris	\$116.43	
Angeles Ordan	\$113.4E	
Paul Banner	\$110.51	Total
Michael O'Rourke	\$104.01	Total
Devid Jackson	\$102.95	
Neiter Arumayo	\$102.48	
Djenabou Diallo	\$96,18	
Lawrence Hauck	\$95.81	

Max Quasem

Hank Gordon	\$93.34
	4
Ross Ewen	\$93.00
Peter Kaplanis	\$93.00
Dule Kunta	\$87.03
Thomas Sheff	\$84,60
Brace Goudy	\$83.99
Ronald Wentworth	\$79,35
Juck Deyne	\$77.98
Paul Manley	177.50
Patrick Parisi	\$71.60
Sabrina Vacant	471.31
Albert Corriveru	164.99
Caratine Cupo	\$63.23
Vann Durham	\$61.41
Adam Herman	\$57.B1
Tslleny Roland	\$42.97
Pamela Vastik	841.37
Christopher Kirk	\$29.00
Steven King	\$39.00
Timothy Meyer	\$39.00
Krimsa Kent	\$38.99
Kathy Mana	\$33.09
Alex Blubm	#31.02
Denise Geesse	\$26.01

otal \$11,593.98

# BR Bonus

# **April Bonus Qualifiers**

Qualifier	Bornes
Taina Lameko	\$8,378.27
Hobert Hants	\$5,610.78
Zachary Hurt	\$4,508.44
Sabrina Lloyd	\$4,367.55
Michael Zorn	\$1,473.73
Scott Reliberg	\$3,090.02
Alfred Brenner	\$2,369.67
Andy Walters	\$2,347.61
Daven Hermosura	\$2,237.07
Darren Miller	\$2,193.21
Arthur Greene	\$2,183.74
Michael YanDelft	\$2,180.79
Michael Mundella	\$2,140,35
George Naujaim	\$2,038.11
Phillip Humbei	52,007.63
James Aalders	51,921.35
Cassias Caron	51,896.34
Beau Vastine	\$1,815,91
William Myatt	\$1,789.18
LaTonya Tucker	\$1,734,08
Willie Hayden	\$1,684,77
Cheryl Foru	\$1,612.53
Rachel Arenas	\$1,603.79
Mathan Spider	
	\$1,583.97
Marthew No	\$1,543.82
James Balley	\$1,525.80
Melissa Losa	\$1,501.85
Jim Beanchi	51,493.98
Bradley Kampmeter	\$1,484.50
Bradley Welgand	\$1,463.17
Bryan Millar	\$1,425.48
Jeff Ribman	\$1,403,25
Robert Kanaan	\$1,377.01
Donald Christ*	\$1,354,35
Randy Toysuer	51,307.28
Ryan Yopat	\$1,259.23
London Burnett	\$1,218.64
Mett Flores	51,205.21
Tim Schroeder	\$1,141.14
Patrick Mazerolle	\$1,137.99
Steven Edgell	\$1,124.50
flence Jeffries	51,057.24
Partifick Durays	51,042.22
trian Allt	\$1,039.76
Zacktye Tembi	\$1,031.00
Michael Boyer	5995.10
Scott Ferriton	\$963,46
Alchard Davis	5942.67
idashi Young	5941.13
Michael Droker	5940.95
Stephen Bendure	5903.38
Dawn McElwain	
James Palmes	5899.72 5896.33

Qualifier	Senus
Earle Harris	\$892.84
Rachel Buser	\$1015.56
Robert Liles	\$869.14
Todd Engelson	\$868.20
Democratis Pashalidis	\$863.71
Troy Plummer	5862.21
drian Morse	\$848.81
Mitch Suprants	\$846.06
Sarah Sweeney	\$841.64
Carmen Sanchez-Ramirez	\$836,00
Dustin Saauns	\$834.71
Christopher Carl	\$826.04
Jesse Zwack	\$823.70
Marthew Laughter	5817.55
Teresa Daye	\$806.99
Chad Neff	\$601.43
Raymond Lopes	\$741.51
Bonald Rivera	5738.22
Earara McCorry	\$723.39
David Munagomery	\$722.37
Anna Vaculitura	971123
Panricia Lee	5705.97
Matthew Wolfanger	5704.60
Alan Siberman	5699.63
Than Reel	5683.00
Raymond Orbonie	5675.55
Kalisi O'Keeffe	5641.91
Aunjel Faucheur	5607.17
Matthew Davison	5634.66
Edwine Taff	5430.06
Carmine Cupu	5620.45
Em Burton	5626.95
Tony Leonard	\$619.56
lason Dicison	\$611,73
Diane Carrigo	5407.57
Watter Durant	5602.46
Cynthia Sittig	5600,25
Tejal Patel	5998.93
Karl Schodart	599E.19
Jaseph Coursey	5506.00
Sarah Worohec	5582.13
David Ackerman	5574.49
Josh Killing	\$566.04
Alex Graidney	
	\$364.73 \$564.67
Airnes Brennets	\$56L\$7
Hector Dessis	\$549.31
Christopher Strybens	200,000
Balma Busco	5533.35
David Perry	\$483.54
Matthew Gonzales	5001.32
Benjamin Fati	\$458.24
lustine Lumber-Sapaoski	\$452,86

Qualifier	Sonus
Carby Thompson	\$426.92
Michael Doirk	\$417,75
Marissa Pasirual	\$415.97
Eristo Thieme	\$413.73
india Lauridia	\$412.61
Microsel Sheets	\$410.93
Donny Bowen	\$409.28
Richard LeFore	\$405.72
Kasherine Georgiou	5402.51
Gerardo Puerto	5401.07
David Kinsella	5396 41
Mariar Moody	5396.28
Andreu Barenholtz	5394.20
Scort Kenney	\$191.98
Brian Place	\$369.14
David Wang	\$342.83
Standolph Soutiers	\$37A.08
Theresa domana	5372.76
Nøbert Shafer	5372.44
Marx Pfluoger	\$327.40
Melanie Cohen	5321.14
Federico Watties	\$120.81
Robert Michaels	\$120.79
Kathrya Charage	5319,71
Throdore Greer	5310.14
Robert Hamilton	\$315,04
Paul Samo	5334.93
Stefan Johannyson	\$13.92
Ruter Djangerov	5312.63
Robert Gerdes	\$310,87
Scott Baker	5310.15
Karen McQuoid	5308.36
Inches Coines	5307.60
Joseph Szygiel	5,307,00
finald Friedlander	
Stefanos Lettensmur	5,105.03 5305.03
Timothy Ericson	5299.95
Covey Carbon	\$299.95
	\$298.45
Roel Ables	
Ena Powell	\$296.74
Alex.Fae Anir Sedanlat	\$295.13 \$294.48
Robert Brannau	\$294.08
Wayne Fader	\$252.99
Carl Redd	\$290.32
Sieven Strong	\$288.40
Micheleje Liese	\$287.21
Matalie Linter	\$280.34
John Farley	\$279.52
List flucture	\$278.94
Stephen Hoberts	\$274.69
Brandon Cockins	\$277.63
Tierra Bullock	\$276.32

Qualifier	Benus
Preeti Sahgal	\$274.30
Greg Prasker	\$271,27
Bradley Ellison	\$268.41
Shaun McDonald	\$266.83
Ryan Tucker	\$266,08
Kevin Criven	\$264.85
Michel Dickey	\$264.27
Agatha Safford	\$261,78
Mativov Propsi	\$261,60
David Goodnian	\$261.24
Hasheimi Jones	\$261,22
Muswen Taylor	\$260.70
John Mureddu	\$260.20
Timenas Craig	5258.87
Shirley Stanback	\$254.15
Mark McClarchey	\$252.68
Mark Corkream	\$251.02
Sergey Sagan	\$209.96
Raymond Risucci	\$199.42
Keith Housing	\$197.53
Glyn Hurst	\$194,77
Desisiava Dimitrore	\$194,34
Marco Chow	\$193.09
Craig Strompf	\$189.41
Simon Arias	\$185.92
David Brister	HK.2812
Ricamio Garavite	\$185.46
Lean Thompson	\$184.42
Michael Laremie	\$184.01
Michael O'Rourke	\$183,44
Tilfany Roland	\$187.61
Song Kien	\$181.49
Tony Motley	\$180,68
ferome Washington	\$179,64
ioho Franklin	\$174,83
Ryan Sweet	\$174.81
Sisso Schreiber	\$174.10
Tasha Tucker	\$170.35
Susanne Mahes	\$169.16
Tracy Haden	\$160.25
Jeremy Welch	\$166.79
Delanda Militer	\$166.12
Nobert Webb	\$164.75
James Larida	\$163.62
Lily Tchen	\$162,76
Kirk Kupsky	\$162.62

Total Bonuses Pald Out \$163,055.60

# Retention Bonus

QUALIFIER	BONUS*
Benham Hatali	\$4,352.95 \$4,046.05
Yvonne Hemandes; Dean Bauman	3,914.97
Helen Taylor	\$3,869.78
Desislava Dimitrova	\$3,630.00
Philip Anderson	\$3,521.63
Michael Perkins	53,511.10
Steven Stensrud	\$3,467.58
Maijargal Sukhbaitai	\$3,456.99
Rudi Camenzind	\$3,347,38
Roger Beals	\$3,310.63
Shiju Pushpamangalant	\$3,305.54
Gregory Hayman	\$3,242.03
Daniel Potilechio	53,229.83
Kelly McDonald	\$3,197.02
Selina Asiata	\$3,174.50
Danilo Gomes	\$3,138.42
Ruben Soberaries	\$3,107.37
Naveen Eapen	\$3,658.51
Karen McQuoid	\$2,999.26
Ed Olfert	\$2,951.20
Theresa Bellajaro	52,907.23
Freida Yakubov Gabriel Feldmann	\$2,886.59
Andrew Haskins	52,809.03
Kevin Appasamy	52,777.79
Timothy Cruise	\$2,716.46
Alex Blumm	\$2,726.15
Bradley Kampmaias	\$2,674,23
Fialelei Naltiti	\$2,672.31
Samson Adelulosi	\$2,665.02
Jose Lopes	\$2,656.37
Frank Jendusa	\$2,599.51
Samantha Chul	52,592.19
Robert Ulreich	\$2,525.98
Bianca Zaragoza	12,518.61
Omar Hashimi	52,436,21
Scott Remmey	Ω,374.74
Shoshannah Brenner	\$2,369.67
Timothy Nolan	\$2,351.47
Jawoo Sohn	\$2,347,61
John Farley	\$2,343,81
Claved Thornton	52,306.31 52,305.06
Max Quasem	52,276.89
Scott Fenton Heather Hewitt	52,266.43
Richard Carter	52,248.45
Richard Davis	\$2,239.50
Joseph Massaro	\$2,237.07
Cassius Caron	\$2,231.27
Ryan Clarke	\$2,210.02
Daniel Phares	\$2,194.14
Karen Stockwell	\$2,181.51
Lee VanDelft	\$2,180.79
Garret Kun	\$2,166.77
David Jackson	\$2,153.57
Rickie Sasser	\$2,133,10
Kevin Wilson	52,055,63
Norman Lew	\$2,040.113
Patrick Blanchette	\$2,030.13
Kirk Kupsky	\$2,022.29
Delanda Milner	\$1,994.76
Lacey Stoor	\$1,989.60
Thomas VanOsdol	\$1,978.42
Christopher Jordan	\$1,956.21
Kalisi O'Keeffe Adam Shusheski	\$1,896.34
Adam Shushesia Richard Krueger	\$1,880.67
Marc Andre Boudress	\$1,054.73
Candace Engelson	\$1,847,57
John Baatz	\$1,628.71
Allan Munto	\$1,815.93
Jason James	\$1,815.91
Thomas Corbett	\$1,813,98
Donald Tartaglia	\$1,789.18
Beth Snow	\$1,785.11
Zachary Bighom	\$1,784.85
Amir Sedaghat	\$1,779.77
Benjamin Eggen	\$1,776.06
	51,764.00
Ryan Pfleger	
Ryan Pfleger Jay Meyer	51,755.12
	\$1,738.07
Jay Meyer	

QUALIFIER	BONUS*
	31/2505
Tanner Hobinson	\$1,722.28
Rebecca Rushnok	\$1,716.40
Patricia Newell	51,209.73
Eric Clack Eric Miller	\$1,694.88
	\$1,681.07
Marissa Pascual	\$1,671.73
Vanessa Kansan	\$1,603.79
Patricia Llugdar Wayne Fader	\$1,601.61
Edward Webb	\$1,585.97
Justin Germany	\$1,580.87
Lennis Hayes	\$1,579.68
Brian Femandez	\$1,565.44
Rosatie Zwicker	51,516.76
Robert Seeber	\$1,505.72
Davers McElwain.	\$1,502.43
Larry Malitz	\$1,465.63
Yony Whitcomb	51,463.85
Amera Hener	\$1,463.37
Bert Feldman	\$1,456.62
William Rose	\$1,453,71
Rary Crackford	\$1,453.60
Brian Morse	\$1,440.54
Tibor Simon	\$1,435.67
Irene Canavan	\$1,425.46
Jannielle Ramkissoon	51,421.83
Joel Conley	51,412.29
Paul Vojtek	51,405.32
Faapo Ligaliga	\$1,403.25
Tameny Schooder	\$1,396.62
Iryna Sushkova	\$1,385.76
Rodney Boot	\$1,377,01
Shirley Stanback	\$1,363.17
Andrea Barenholtz	\$1,360.33
Jessica Otremba	\$1,354.35
Yevgeniy Kashkin	\$1,351,16
Bradley Ellison	51,316,94
Mari Cortugue	\$1,336.47
Autoinetse Yellock	\$1,320.20
Lisandro-Gonzalez	\$1,307.28
	\$1,284.79
Edward Henne	\$1,266.01
Julio Lourido	\$1,250.13
Thomas Craig	\$1,349.63
Brian Schreiter	
Herivelto Pereira	\$1,247.71
Jennifer Wehrle	51,241.62
Rachel Arenas	51,240.07
Rhonda Shaffer	51,235.87
Joey Kennedy	51,235.69
Justin Holloway Marco Chow	\$1,231.09
	\$1,228.94
Randolph Souliers	\$1,228.67
James Schneider	\$1,228.38
Edward McCrea Keyin Haines	\$1,236.59
James Brenneis	\$1,225.96
Martin Flores	\$1,221.28
Curt Snow	51,222.76
Patricio Mamaclay	\$1,219.93
Averyll West-Washington	\$1200.0
Joseph Coarsey	\$1,210.92
Kristen Caskey	\$1,209.43
Adam Herman	\$1,209.33
Maria Esposito	\$1,207.62
Paramijit Sangha	\$1,201.69
Scott Diagon	\$1,304.50
Tireothy Clark	\$1,10L1S
Rose Deacy	\$1,174.41
Philip Currie	\$1,165.26
Steven Strong	\$1,165.26
	\$1,137.99
Michel Belanger Kathryn Chaisson	53,117.32
Michael Pappas	\$1,093.43
	\$1,001.89
Terrance Clark	
Daniel Orr	\$1,066.51
Lamine Dialdvate	
Brandon Pleasant	31,867.2N
Fefili Malava	\$1,036.89
thissell Brown	00,700,72
Brandon Braun	\$1,025.34
Corby Jesperson	51,074.20
William Burbank	\$1,011.13
Donald McCrary	\$7,008.26
Eli McKenzie	\$1,008.24

QUALIFIER	BONUS*
Sharon Early	5995.10
Joshua Long	5987.95
Adam Kahn	5982.82
Noel Ables	5972.14
Brandon Corkins	5957.59
Patrick Hintz	5942.67
George Sturge	\$940.40
Glyn Hurst	\$933.69
Michael Boyer	\$928.25
Angela Schmitz	\$925.75
Tyler Hunt	5915.51
Pejman Madarshahian	\$899.84
Denise Batts	\$899.72
Tejal Patel	5898.90
Janelle Davis	\$896.33
Kasali Kotun	\$892.84
Sonny Gurney	5892.21
Michael Little	5891:98
Passamon Thanadabouth	\$890.21
Matthew Glisson	\$881,77
Paul Simot	\$280.76
Derek Hielson	\$875,89
Mikki Woods	\$874.72
Andre Abramovich	5872.62
Richard Greenberg	\$871.48
John Fant	\$869.14
Bedis Kilani	\$868.39
Patti Moberly	\$868.20
Brady Pesola	\$867.25
Altelisya McCall	\$863.71
Stephen Bendure	\$863.47
Pao Vue	\$862,21
Benjamin VanForsen	5858.42
Teresa Daye	\$851,37
Lorna Ying	5848.81
Yvette Matos	5846.06
Katrice Hum	\$845.97
Clavid Baker	5843.66
Rachael Klevis	\$842,97
Mary Attle	\$841,64
John Lucio	\$839.14
Camen Sanchez-Ramints	\$836.80
Alvin Hagens	\$835,44
Christopher Babel	\$834,11
Reah Kuhaupio-Bradley	5828.04
Scott Kulven	\$826.16
John Agnew	5826.27
Kevin Citizen	5826.25 5823.70
Jonathan Russell	\$821,33
Elsa Roemer	\$817.55
Stephen Hitran	\$806.99
Peter Havens Larry Haws	\$802.91
	5801.43
Jason Smith Adex Graldnov	\$799.41
Was a strain from the con-	\$793.40
Sandi Babcock	\$754.39
Christy Starr	5737.63
Mischell Look	\$724.45
Jason Demantst	\$704,60
Adren Jones	\$695.78
Robert Dunn	\$691,86
Nagra Pomere	\$675,55
Thomas Soloweyko	\$671.18
Christopher Roller	5666.60
Jennifer Texon	5658.43
Thomas Tulowiecki	\$650.97
Callie Mashburn	\$649.78
Ungatea Wafileo	\$641.01
William Law	\$638,45
Jason Mayer	\$638.40
Michael Mointosh	\$637,74
Nicolas Brown	\$637.17
Rebecca Dillion	\$636.28
Brian Blair	\$635.47
Brandon Cavis	\$634.87
Adam Hicks	\$634.66
Harold Blount	\$632.95
Baymond Laveenz	\$631.31
tiene Booze	\$630.86
Edward Clunk	\$630.47
Pamela Vasilik	5630.45
Andrew Antonini	\$628.29
Lynn Moody	5627,45
W. C.	100

# Retention Bonus

QUALIFIER	BONUS
Jacob Mayer	\$676.95
Stephen Perotti Tanya Glosser	5624.56
Rafuel Urgino	5621.77 5621.45
Barbara Stillwell	5623,13
David Popowitz	\$671.17
Elias Mendoza	5620.17
Shem Brendle	\$619.56
Larry flolinske	1617.63
Shaun Jackson	\$616.63
William Jones	\$676.49
bjark Lefever	\$611.73
Herbert Adams	5610.97
Mark Beckford	\$607.97
Brian Webb	\$607,44
Adam Fogelman	\$607.37
Lorenzo Lameko	\$406.76
Allan Gilbert	1603.68
Demetrius Carroll	1002.46
Travis Vandeberghe	5602.13
Matthew Watson	\$599.65
Shalin Patel	1108.13
David Ackerman	5598.41
Lovely Johnson	199.74
Chad Neff	\$596.46
Aimee Molinaro	\$596.18
Debra Mikel	\$594.69
Reizeka Duyasichelle	DORE 19
David Montgomery	\$5RJ .05
Marvin Schoenheir	\$586.00
Shaeley Arnold	5584.00
Owntelle Nurmeste	5502.13
David Schouermann	\$382.06
Zoranna Stevenson	5579.74
Jessica Cortrell Roish Houske	1329.06
	5578.51
Michael Shallenberger Robert Webli	5528.20
Tingling Liu	5524.49
Gregory Brown	5571.68
Apel Fersandez	\$570.27 \$570.15
Daniel Kulman	\$567.92
Jack Chaney	5366.36
Khenivisay Likay	5964.57
Tonothy llarress	1500.27
Patrick Parisi	555197
Jeremy Alehi	1547.58
Angela Fiusaln	9919.35
Hecker Dessis	2515.73
Tracy Haden	5506.44
John-Deane Neufor	5486.08
Siddharsh Patel	5479.41
Bress Basnes	5474.83
Marino Baça	5161.71
Curtis Proebstel	5455.25
Kase Favuell	5452.86
Daniet Jones	5418.77
Lanelle Pennington	5417.75
Punnick Larson	5417.31
Yang y Lina	5415.97
Tyler Bartley	\$415.71
Sandra Brown	5434.02
Adain Torres	5411.73
Caleb Emerick	\$417.60
iapna Dhawan	\$412.61
eah Denassi	\$450.91
erry Kriudson	5410,09
Bradly Larsen	\$409.16
lashad Royster	1409.38
Donna McGuinnes	5407.77
Alisha Kluttz	\$406.98
alme Cervere	5405.72
Wichael Alich	\$402.57
fuein ta	\$402.02
ary Miller	5400.07
Aristina Barton	5400.34
Irlan Brewer	\$400.44
lichard Walsh	5400.25
Oustin Dunbar	5396-41
fanakwa Ntemmensah	5396.25
Matthew Krapf!	5394.34
Rebecca Creater	\$394,20
Janiel Steele	5391.9H
ouls Pagamacci	1351.47

QUALIFIER	BONUS*
Ligita State	5387.73
Kenneth Greer Maurizio Burroni	\$391.65 \$362.75
Nichard LePore	5358.60
theather Pulman	\$341.56
Carlo Bonifazi	5342.03
Jeff Kelland	\$32E 08
Carrier Moody	(\$24.4)
Anthony Buontempo	111176
Renneth Avery	\$323.69
Beau Vartine	\$122.44
Brandon Steffe	1122.40
Catherine Brand	5321.14
Evan Holzhauer	\$120.81
Darcie Cronseau	\$100.79
Nicholas starting	1379.77
Favina Branigan	5319.71
Joseph Cain	\$308.14
Jennifer Price	\$316.41
Mathew Spirey	5381.04
Trisha Shephard	5354.95
John King	5374.60
Matthew May	\$211.92
Joshua Janes	1011.61
Angrew Hennett	\$111.20
Duane Robertson Erns Powell	1110.07
Frederik Majenlyń	1710.16 1700.16
Poters Williams	1101.36
Ractiella Dobjon	3307.37
John Paul Toczn	\$307.01
Larie Keller	\$105.03
Killin Culwinskii	2105.01
Main Dut	5.80% 03
Ashlynn Ozng	5394.13
Augustine Krulsubo	1300.00
Michelle O Desen	5300:35
Birijainin Anderson	5292.95
Daniel Tomerlin	1,799.00
Tu Nguyen	5298,45
Grafum Belton	5296.81
Ryan Schutzman Julieny Rocket	5296,74
Daniel Harrison	5295.94
Danielle Intini	5294.74
Wen Xi	\$294.48
Annie Zeigler	1394.DR
Roseph Cavalea	5792.99
Shaun McGorusid	5292.34
James Christopher	5292.42
His hand Galsein	5792.39
Michael Webb	1291.03
Shawn Norres	5290.52
Menhanie Gaeta	23.800 等度
Maryna Cumelian	5289.54
Darniel McChroghi Dafo Meyor	1388.0
Jaznes Gnew	\$28F,31
Paul McMantey	5262.64 5380.34
Chris Goday	5280.21
Azshua Berg	1275.52
Robert Drake	5279.12
Nonb Lerman	5276 94
Instin Foley	5275.60
jed Lamar	5389.803
Marganta kagan	\$376,32
David Hariley	\$276,29
Carlos Rosales	27, 03
John Armar	\$374.30
Thomas Lufgjuraj	5234.31
Arta Saleh	12/1/22
Kamilah Shortridge	5299.33
Mark McClatchey	5,168,17
Iravis Hileman Steven Rogers	11.8352
Keith Litterit	5758.11 1755.11
Gregory McKeckan	575F JE 5266-61
Ariai Jackson	1266.09
Viola Spratley Robinson	5264.08
	1764 PC
Damien Bredle	5764.85 5364.37
Damien Bradle Mitchell Terry Dustin Craig	5764 85 5364 37 5364 37

QUALIFIER	BONUS*
Jessica Mager	5262.94
Randy Clarke	5261.78
Gerald Hayes	\$261,60
Jason Green	5261.74
Gloria hriter	5261.22
Michael Marion	5260.70
Thomas Marsoner	5260.20
Robert McDonald	5259.19
Jeffrey Ruce	\$239.18
Robert Breisford	\$250,67
Christopher Pless	\$258.45
Molly Church	\$255.20
farries May	\$254.57
Anya Wright	\$754.15
Andre Parier	\$252,68
Christopher Hall	5252.61
Jesemy Wooder	5251.02
Alex Roland	\$250.50
Tyler Ramsey	\$209.96
Maithew Basham	5200.00
Airgels Fenn	5199.42
James Samonas	\$197.53
Terri Wells	5196.50
Michael Gruber	5196.43
Maria Delatorre	5796.12
Denise Leslie	5194.27
Deborah Anderson	\$194.34
victoria Kinego	5194,10
Roselyn Prestypaul	\$193.09
John Fincher	\$192.51
Damon Greathouse	\$189,44
Cory Burgess	\$189,45
Cunici Vermillion	\$185.92
Clini Ellingsworth	\$185.68
Daniel Ryan	508548
Anarosa Villa	5385,46
Ann Hylton	Marine at 1981
Venus Frieson-Curry	5186.42
And Maunder	\$184.01
Peter Pedersen	5183,46
	5182 HB
Terry Lang	5182,44
Jami Rhoads	\$181.43
Rush Rallan	\$181.49
Alberto Pirela	\$300.77
Samuel Griffigh	\$180.68
Robert Lyrner	2180.60
Nick Tajudeen	5180.25
Dorothy Thompson	5129,64
Barry Jenkins	\$178.00
Justine Wininger	5176 57
Arnold Patiels	5774.85
Michel Chauyan	5174.01
Martin Lohezic	\$174.71
Lacelia Knight	5174.64
Christian flamera	\$124.3h
Jessica Patton	\$174,10
Cdean Rengilo	5173.36
Nichard Landers	5177.70
Canal Slaughter	5172.64
Hannes Bloomfield	\$171.45
John Olsen	5170 35
Jason Vant Idesen	\$169.16
Michael McNeil	516K68
Ava Daviy	\$168.25
Jissess Guirbla	\$167.95
Craig Minter	\$186.79
Mia Dawi	
	5166,12
Candide Laurent	\$164.75
Randy Homa	\$163.99
Diane Dillations	\$163.62
Albert Lau	1062.76
Samuel Mize	\$163.62
Donald Gordon	\$167.05
Douglas Anthony	\$762.02
Eugene Hims	5160.R)

Total Bonus Paid Out

\$472,549.31